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NATIONAL GOLF FOUNDATION INFORMATION MU-5

MUNICIPAL GOLF COURSE OPERATIONAL DATA 1979

PUBLISHED BY NATIONAL GOLF FOUNDATION

200 CASTLEWOOD DRIVE, NORTH PALM BEACH, FLORIDA 33408

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1979 MUNICIPAL SURVEY SUMMARY OF FINAL RESULTS

MEDIAN FIGURES	U.S. TOTAL	NORTH-EAST
Yardage	6497	6541
Acres	150	167
Playable Days — 1978	267	230
Rounds Played — 1978	48,888	41,000
Average Rounds Per Day Opened	174	174
Percentage of Rounds Played By:		
Men (Age 18-64)	58%	57%
Women (Age 18-64)	15	14
Juniors	10	8
Seniors	17	21
Green Fees:		
9-Hole Weekdays	$ 3.00	$ 3.00
9-Hole Weekends	3.00	3.00
18-Hole Weekdays	5.00	4.75
18-Hole Weekends	5.50	6.00
% Having No 9-Hole Rate	36%	63%
Special Rates (% Offering):		
Juniors	59%	57%
Seniors	62	76
All Day	27	19
Twilight	44	43
% Increasing Fees in 1979	48%	50%
Amount	10%	10%
% Offering Season Tickets	64%	52%
Season Ticket Rates:		
Family	$ 260	$ 330
Single	165	210
Junior	54	50
Senior	85	50
Number of Season Tickets Sold:		
Family	35	19
Single	115	124
Junior	28	30
Senior	46	46
Golf Car Statistics:		
Number	30	30
Have Electric Only	56%	53%
Have Gasoline Only	29	26
Both	15	21
Rental Rates:		
9-Holes	$ 5.00	$ 6.00
18-Holes	9.00	11.00
Permit Use of Privately-Owned Golf Cars	40%	10%
Charge For Car Path Use	79%	50%
Amount:		
Yearly	$55	$50
Per Round	2.25	
% of Rounds Involving Golf Cars	22.5%	19%
Financial Statistics:		
Total Income	$240,208	$201,427
% Green Fees & Season Tickets	65%	81%
% Golf Car Rentals	14%	15%
Average Income Per Round of Golf	4.77	4.77
Total Operational Expenses	211,892	178,150
Average Expense Per Round of Golf	4.27	4.54
Course Maintenance	116,298	116,298
Labor % of Maintenance	64%	70%
% With Debt Service Expense	39%	67%
Amount	49,178	58,827
% With Capital Improvements	58%	75%
Amount	19,000	21,000
Total Payroll Expense	122,000	94,155
Number of Employees:		
Year Round (Total/Course/Clubhouse)	8/5/3	6/4/2
During Season	16/9/7	14/9/5
% Employing Golf Professional	83%	87%
% PGA Member	89%	78%
% Employing Superintendent	91%	87%
% GCSAA Member	69%	43%
% of Pro Shops Operated By:		
City	34%	20%
Pro	66%	80%
% of Pros With Salary	79%	57%
Amount (Yearly)	$9,600	$8,500
% of Pro Shop Sales:		
Hard Goods (Clubs, Balls, Bags, Etc.)	66%	72%
Men's Apparel	24%	19%
Women's Apparel	10%	9%
% of Food/Beverage Service Operated By:		
City	27%	13%
Concessionaire	73%	87%
% Leasing Entire Operation	11%	12%
% Considering Leasing	9%	20%

BEST AVA

18-HOLE						9-HOLE
E. NORTH CENTRAL	W. NORTH CENTRAL	SOUTH ATLANTIC	SOUTH CENTRAL	MOUNTAIN	PACIFIC	U.S. TOTAL
6394	6365	6497	6575	6500	6231	2969
143	150	140	153	150	130	60
217	198	339	317	267	345	250
44,418	35,000	52,421	48,888	54,398	66,500	25,000
210	167	167	148	210	194	112
56%	53%	59%	70%	55%	56%	52%
17	19	12	7	18	18	19
10	13	8	10	10	10	13
17	15	21	13	17	16	16
$ 3.50	$ 3.00	$ 3.00	$ 2.50	$ 2.75	$ 3.25	$ 3.00
3.50	3.75	3.00	2.50	3.00	3.75	3.25
5.25	4.60	5.00	3.50	5.00	5.00	4.00
5.50	5.50	6.00	4.00	5.25	6.00	5.00
25%	24%	24%	74%	32%	13%	N/A
68%	29%	43%	67%	59%	75%	57%
80	35	48	54	50	69	59
10	12	57	42	18	44	20
37	29	52	58	45	44	16
58%	69%	24%	42%	55%	38%	55%
10%	9.5%	10%	16%	20%	13%	15%
57%	82%	43%	88%	77%	50%	82%
$ 210	$ 180	$ 270	$ 260	$ 250	$ 280	$ 155
115	140	184	165	150	180	110
65	45	54	60	40	80	54
70	85	150	80	100	150	70
22	67	86	23	66	35	36
170	92	184	73	105	105	61
50	42	28	14	24	16	20
75	55	13	39	45	58	23
25	19	54	40	35	25	8
45%	47%	95%	50%	61%	53%	55%
45	41	5	21	17	40	36
10	12	—	29	22	7	9
$ 5.25	$ 5.00	$ 5.00	$ 4.50	$ 5.00	$ 5.00	$ 4.50
10.00	9.00	8.00	9.00	9.00	9.00	8.00
29%	71%	19%	75%	55%	38%	50%
67%	75%	100%	94%	75%	67%	68%
$55				$65	$25	$25
	$3.50	$2.00	$2.00	2.50		2.00
20%	22.5%	40%	33%	25%	15%	11%
$237,084	$166,082	$370,000	$240,208	$292,000	$252,500	$65,000
69%	77%	56%	51%	59%	65%	73%
12%	11%	20%	18%	14%	13%	5%
4.70	4.03	5.58	5.05	5.33	4.43	2.94
200,000	128,349	315,000	211,892	243,500	263,621	61,428
4.00	3.61	4.87	4.24	4.80	4.27	2.71
116,250	93,496	149,000	98,000	138,910	159,529	50,035
65%	55%	66%	64%	62%	63%	58%
42%	36%	38%	25%	29%	45%	26%
42,000	65,000	73,250	27,000	25,050	49,178	26,393
58%	64%	63%	40%	53%	64%	29%
17,900	10,000	19,500	19,000	20,000	15,000	12,400
89,420	62,698	122,000	125,000	126,315	125,000	34,000
5/3/2	3/2/1	15/10/5	13/8/5	3/5/3	9/5/4	3/2/1
17/10/7	14/9/5	16/10/6	16/8/8	21/12/9	14/8/6	8/4/4
74%	65%	81%	100%	95%	79%	52%
87%	82%	94%	83%	100%	100%	91%
97%	88%	100%	83%	91%	79%	73%
71%	87%	76%	50%	71%	82%	69%
54%	33%	43%	41%	9%	7%	33%
46%	67%	57%	59%	91%	93%	67%
81%	91%	71%	88%	86%	73%	96%
$8,000	$9,600	$13,000	$13,236	$9,120	$10,000	$8,750
74%	66%	64%	70%	48%	56%	76%
18%	24%	24%	26%	36%	31%	15%
8%	10%	12%	4%	16%	13%	9%
43%	29%	33%	25%	22%	None	16%
57%	71%	67%	75%	78%	100%	84%
5%	18%	None	8%	22%	21%	12%
10%	None	None	9%	6%	18%	8%

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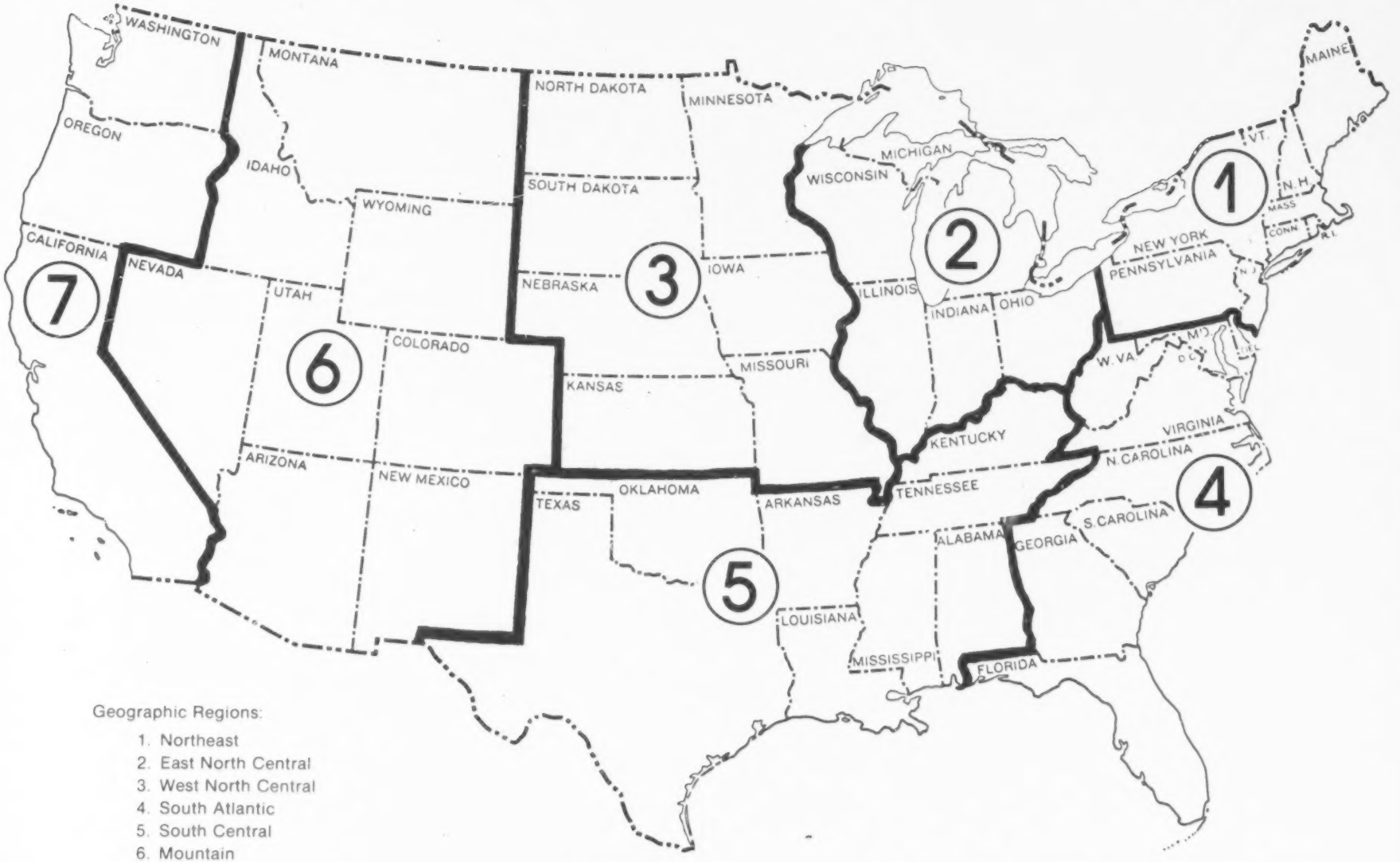

Geographic Regions:

1. Northeast
2. East North Central
3. West North Central
4. South Atlantic
5. South Central
6. Mountain
7. Pacific